

Message Text

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ACTION AF-08

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AMEMBASSY ATHENS
INFO AMEMBASSY ROME
SECDEF/DSAA/ISA-SA

UNCLAS ADDIS ABABA 12456

DEPARTMENT FOR AF/I

COMMERCE FOR RANDY MYERS BIC

ROME FOR RCAA

ATHENS PLEASE PASS: MR. KEVIN HOWARD
REGIONAL DIRECTOR BOEING

1. BRIGADIER GENERAL TEFESSA AYELU, GENERAL MANAGER EAL, INFORMED
ECONOMIC/COMMERCIAL COUNSELOR OF EAL'S INTEREST IN STUDYING THE
SUITABILITY OF BOEING 727'S AS A REPLACEMENT AIRCRAFT FOR
THEIR 720 B'S .
TEFESSA INDICATED, THAT HIS STAFF HAD ALREADY BEEN IN TOUCH
WITH BOEING
ABOUT EAL'S INTEREST BUT HE THOUGHT IT MIGHT BE HELPFUL IF THE
EMBASSY REINFORCED HIS REQUEST TO THE BOEING COMPANY.
HE BELIEVES A FAIR
AMOUNT OF STUDY WILL BE REQUIRED BEFORE FINAL DECISION OF WHETHER
OR NOT TO PURCHASE 727'S IS MADE.
IN HIS VIEW, HOWEVER, 727'S SEEM THE MOST LOGICAL AIRCRAFT FOR
EAL TO PROCURE, INCLUDING PERHAPS A 727-200 C.
HE IS THINKING IN TERMS OF USING 727'S
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FOR EAL REGIONAL ROUTES, PRIMARILY FOR PASSENGER SERVICE BUT
ALSO FOR CARGO IF CIRCUMSTANCES PERMIT.
HE ENVISIONS THE PROCUREMENT
OF TWO AIRCRAFT INITIALLY.

2. EMBASSY RECOMMENDS THAT THIS INITIATIVE BY TEFESSA

BE PASSED ON TO BOEING AS SOON AS POSSIBLE.
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